

# Security Overview



# Worldwide, Gallagher delivers state-of-the-art solutions to address the most significant issues facing organisations today:

- Security and risk management
- Personnel workflow
- Business continuity.

## **GALLAGHER**

People, intellectual knowledge, core assets, products and equipment present a major organizational issue if they're not secure. Loss, whatever form it takes, can go way beyond actual financial cost. It costs in opportunities, in time and productivity. It can even cost lives.

Gallagher has a relentless drive for innovation; we are obsessed with discovering innovative ways to redefine what's possible for our customers.

Drawing on our competencies of security knowledge and expertise, secure data management and systems integration, our security offering is expanding. We provide a suite of systems that can be fully integrated and securely managed through allocated privileges to authorized users.

## **INTEGRATION PLATFORM**

The Gallagher Command Centre security platform is recognized as one of the world's most powerful security systems. At its core, the system integrates access control and intruder alarms management, perimeter security and business policy execution. Gallagher Command Centre provides a single user interface and one audit trail across this broad spectrum of functionality.

Gallagher systems are scalable, catering for small to medium-sized businesses, right through to large distributed solutions for global businesses.

Gallagher's integration platform enables organizations to achieve cost and time efficiencies, and improve data integrity. Integrations also help meet occupational safety and health obligations and provide flexibility and choice regarding how and where additional security layers are implemented.

Integrations with an extensive range of systems are not only possible, but have already been implemented:

- > Imaging systems
- > Biometrics
- > Perimeter security technologies
- > Intercom systems
- > Elevator systems
- > Building management systems
- > HR, student and other people management systems

As new digital solutions for enterprises are developed, the list continues to grow.

The Gallagher system architecture has been cleverly designed to maximize configuration and expansion options. High security options incorporating high levels of data encryption are available for organizations delivering critical infrastructure vital to national stability, participating in sensitive markets, or operating in high security government sectors.

The benefits of the Gallagher system extend beyond security. By interfacing with systems from SAP® and Oracle®, organizations are today deriving significant value from an integrated organization-wide provisioning system to meet obligations for occupational safety and health. Interfacing with Building Management Systems can dramatically improve energy efficiency.

Gallagher's philosophy in system design reflects our commitment to long term customer satisfaction. It is underpinned by a commitment to backward compatibility and future focused innovation.

A clear migration path to future technology platforms is provided to customers.



### PERIMETER SECURITY

Gallagher electric fence systems are safe, effective and reliable perimeter solutions that can be designed to meet the needs of any business. They actively deter and detect any would-be intruder or escapee, utilizing the latest electric fence technology.

Custom-built, Gallagher systems can be designed to meet the rigorous requirements of high-risk security installations, such as military installations and prisons, through to small commercial applications such as self storage facilities and vehicle sales yards.

Gallagher systems can also be integrated with other security systems such as imaging and/or access control systems for a site security solution from the outside in.

Working with world class technology partners, Gallagher offers comprehensive perimeter security solutions through multiple perimeter security technologies, for example, tautwire, fiber optic cable (buried and/or fence mounted), and sensor technology.

### PRODUCT INNOVATION

New product development is a significant cornerstone of our strategy to become a world leader in the provision and distribution of security systems. As such, Gallagher is committed to ongoing product development and manufacturing quality product.

Innovation is driven from within Gallagher through the application of new technology to security applications. It is driven externally by customers with specific requirements and by the global IT, telecommunications and security environments.

As a partner to Microsoft® and an OPC Foundation Member, Gallagher is future focused and places major importance on integration platform technologies.

New product development is championed by a dedicated product management team, working together with Gallagher Group's Research & Development team, channel and technology partners and customers.

Redefining  
what's possible  
in security  
management.

# A track record of innovation

## Early 80's

- > First time Gallagher electric fence product is used for monitored perimeter security fences in South Africa.

## 1981

- > A world first – a microprocessor reader designed for access control.

## 1988

- > Gallagher is the first company in the world to enter the perimeter security market using electric fencing.

## 1989

- > Command Centre UNIX systems are released, offering one of the world's first affordable PC-based multi-user and multi-tasking security systems.

## 1990

- > Gallagher access control system installed across 600 sites for Telecom New Zealand.

## 1992

- > Launch of the first security perimeter system in the world to combine the principles of deter and detect, and offer independent high voltage zones.

- > The Gallagher Code of Practice is developed and introduced in the UK.
- > Gallagher electric fence systems are successfully tested by the Ministry of Defence in the United Kingdom.

## 1993

- > Gallagher electric perimeter systems are installed at British Gas and National Grid sites throughout the United Kingdom.
- > Gallagher fence energizer models are released to cater for simpler small commercial applications.

## 1996

- > Gallagher Prox and Prox Plus readers break the mould – a new design and choice of colors attracts worldwide acclaim from architects and interior designers.

## 1999

- > Protective Reader Covers developed to protect Gallagher readers against vandal attack and harsh environments.
- > Third generation Gallagher electric fence controllers, called Trophy, are developed and launched, allowing multiple fence controllers on one site; another world first.

## 2000

- > Gallagher security platform (formerly Cardax FT) – integrating access control, alarm management, intercom, photo ID badging.

## 2001

- > Gallagher Trophy 6 fence controller launched; featuring high voltage zone separation, keypads, earth voltage monitoring, and pulse synchronisation among others.
- > Launch of Gallagher perimeter fence (Trophy 48) controller incorporating an advanced PC interface and increased site capacity, in addition to all the innovative features of Trophy 6.
- > Single zone fence controllers, the Gallagher Medal 500 & Medal 1000, are designed to meet the security requirements of light industrial and domestic sites.

## 2002

- > Commander Interface released in line with commitment to backwards compatibility, providing an upgrade path for legacy Gallagher access control systems.



### 2003

- > Gallagher software controlled security systems integrate full intruder alarms functionality, and DVR Interface.
- > The first Gallagher electric fence controller with encrypted communications is developed and launched addressing the needs of the high security market.

### 2004

- > Gallagher Fence Integrity Monitor is designed to maintain detection without the deterrent factor.
- > UltraSec security system incorporating end-to-end encryption approved by Australian Government SCEC for Type One intruder alarm system requirements.
- > Gallagher software maintenance agreements available to enable customers to benefit from ongoing development.

### 2005

- > Gallagher Trophy Plus is released; a more powerful controller to meet expanding requirements.
- > Gallagher Group becomes a New Zealand Customs' Secure Export Partner.

### 2006

- > Development of the perimeter security High Speed Configuration range of components, providing the means to increase the ease and efficiency of installation, while also enhancing the aesthetics of the fence.

### 2007

- > Gallagher Trophy FT systems deliver a WAN/LAN based solution for unlimited site capacity, believed to be a world first.
- > Integration with Morpho further supports Gallagher high security solutions.
- > Nedap long range reader option enhances Gallagher offering.

### 2008

- > Release of the Gallagher Three Zone Fence Integrity Monitor designed to enable fence monitoring without deterrent on up to three fence zones, by utilising Safety Extra Low Voltage Output.
- > Gallagher Group celebrates 70 years in business.

### 2009

- > Gallagher Controller 6000 is launched enriching every access decision with Cardholder Competencies.

### 2010

- > Gallagher T series access control readers - security excellence combined with world class industrial design.

### 2011

- > Gallagher Command Centre v7.0 - a new benchmark in security management software. Fully customisable, intuitive, user centric interface delivers real-time situational awareness. Inbuilt design tool means no specialist skills are required.

# Our business-connected platform not only delivers security from the perimeter to the hub, but automatically executes business policy, enforcing compliance with internal and external regulations.

## TECHNOLOGY ALLIANCES

Through strategic alliances with 'best of breed' technology partners, Gallagher seeks to provide a comprehensive suite of security solutions that leverage the superior combined value of our systems with those of our partners.

Gallagher selects technology partners based on an alignment of organizational values centering on innovation, excellence, and leadership in product development and service provision. Our combined focus is on ensuring long term customer satisfaction.

Partnerships to date include:

- > Morpho, for biometric readers
- > Nedap, for long range readers including vehicle identification
- > Salto, for data on card and wireless electronic access control
- > Aperio, for online, wire free, electronic access control

## ENGAGING THE MARKET

Gallagher engages its markets through constructive and proactive industry involvement. Our establishment of 'Security Networks,' for specific industries, has been well received and supported by

our customers and potential customers for several years.

These independent forums, initiated by Gallagher and then driven by the members, provide an open environment for participants to share information around best practice security and facilities management within their industries.

Regular meetings are held by the 'Tertiary Education Security Network' in Europe and Asia Pacific. A security network has also been established for the mining and resources sector and regular meetings are held by the Northern and Southern Region Security Networks in New Zealand. We look forward to replicating the success of these groups for other industries worldwide.

Gallagher regularly participates in many security and business industry events globally including ASIS, IFSEC, Securex, Security in Government (Australia) and CeBit (Australia).

We are a member of key industry associations including the British Security Industry Association, American Society

for Industrial Security, New Zealand Security Association and the Australian-based Biometrics Institute.

## CHANNEL TO MARKET

### Certified Channel Partners

Through the professional efforts of our Certified Channel Partners our systems are installed on thousands of sites around the world across a whole range of industry sectors.

Gallagher's Certified Channel Partners have proven competencies in systems sales, engineering & configuration, installation, integration and after sales service and support. Our Certified Channel Partners invest in systems training to ensure knowledge of and competency in the Gallagher solutions they are certified to sell.

The Gallagher Certified Channel Partner Program is designed to support long term relationships with our valued Channel Partners to deliver outstanding solutions and service.

One of the underlying principles of our channel to market strategy is the appointment of multiple, independent





partners in each market. For customers this provides a choice of qualified partners. To locate a Certified Channel Partner in your region please contact Gallagher.

#### **Strategic Business Team**

Multi-national enterprise customers who seek a direct manufacturer relationship are able to engage our Strategic Business Team. A fundamental principle behind this team is a collaborative approach. Customers engaging the Gallagher Strategic Business Team work with a virtual team of stakeholders, typically including professional services delivered by Gallagher Business Analysts, Research & Development specialists, Technical Account Managers, and our Certified Channel Partners. This combination of skill and expertise combined with superior Gallagher technology means that we can go beyond conventional thinking to deliver powerful solutions for your enterprise.

#### **SUPPORT SERVICES**

From planning the configuration of its security systems, to site commissioning, telephone and onsite technical support, through to remote software diagnostics, Gallagher continues to demonstrate its focus on service through the provision of excellent Technical Support.

Effective training increases productivity and maximizes return on investment. A range of training modules are available for our systems and are delivered by Gallagher or one of our Certified Channel Partners.

An extensive range of marketing resources from technical to sales information is professionally produced and available. Public and partner websites are maintained to deliver a reliable source of information 24/7.

#### **ABOUT GALLAGHER GROUP**

Gallagher draws on the wealth of knowledge, support, and resource across the entire enterprise. Gallagher Group is a privately held company and has been in business since 1938. Today the Group exports security and animal management systems to over 130 countries, employs 1000 employees, and continues to lead the market by delivering excellent and innovative technological solutions.

Gallagher Group is a New Zealand Customs' Secure Export Partner, which acknowledges the company's reputation as a security conscious, global trade partner. Its business is comprised of research and development, electronic manufacturing, plastics manufacturing, plastic injection and die-cast tooling, and logistics.

Our in-house research & development capability includes detailed knowledge of security requirements, data encryption, high security applications, networking and communications, integratable systems, and industrial design. All that comes from a Research & Development team comprising more than 100 people: hardware engineers, software engineers, testers, project managers, business analysts, and technical writers.

When it comes to production, Gallagher in-house resources for tool making, plastics and electronics manufacturing, and logistics management. Its success comes from manufacturing quality product.

The back office processes that support our extensive electronics and plastics manufacturing operations and market logistics are managed through SAP®, a world class planning system that helps organizations improve their customer service, manage costs effectively, and enhance their manufacturing flexibility.

Gallagher Group is ISO 9001:2008 certified and offers holistic end-to-end product delivery. As a result the Gallagher team can design and build security systems with full control over the product life cycle, delivering a complete solution to our customers.

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